

Resources for Technology-Based Small Businesses in the Midwest Region

**Argonne National Laboratory
Office of Technology Transfer
9700 S. Cass Avenue, Bldg. 201
Argonne, IL 60439-4832**

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To request additional copies of this document, contact Argonne's Industrial Technology Development Division, (800/627-2596, partners@anl.gov). Some organizations included in this resource document are also accessible through links on Argonne's Technology Transfer web site (<http://www.techtransfer.anl.gov>).

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FOREWORD

This resource directory is a compilation of organizations and programs helpful to small and medium-size companies in matters related to technology development, including research, technology development/transfer, technical assistance, and business development services. It is a "work in progress", and will be revised periodically as organizations are added.

Although Argonne National Laboratory enjoys an excellent working relationship with all of these organizations, their inclusion in this directory does not constitute an endorsement or a recommendation.

For further information on services provided, contact the organizations listed.

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**Resources for
Technology-Based Small Businesses
in the Midwest Region**

NATIONAL RESOURCES

Agencies and Organizations

Association of Small Business Development Centers

8990 Burke Lake Road
Burke, Virginia 22015
PHONE: 703-764-9850 FAX: 703-764-1234
info@asbdc-us.org
<http://www.asbdc-us.org>

The mission of the Association of Small Business Development Centers is to represent the collective interest of our members by promoting, informing, supporting and continuously improving the SBDC network, which delivers nationwide educational assistance to strengthen small/medium business management, thereby contributing to the growth of local, state and national economies. Web site includes links to state/local centers and resources.

Federal Laboratory Consortium (FLC)

950 N. Kings Highway, Suite 208
Cherry Hill, NJ 08034
856-667-7727, fax 856-667-8009
<http://www.federallabs.org/index.html>

The Federal Laboratory Consortium for Technology Transfer (FLC) was organized in 1974 and formally chartered by the Federal Technology Transfer Act of 1986 to promote and to strengthen technology transfer nationwide. Today, more than 700 major federal laboratories and centers and their parent departments and agencies are FLC members. For industry and other technology seekers, the FLC Locator Network serves as a point of entry to federal laboratory expertise and technology. In meeting this need, the network also handles requests from other organizations working with the private sector. These organizations include NASA's Regional Technology Transfer Centers, the National Technology Transfer Center and state funded economic development centers. Through its network of representatives, the FLC puts a potential partner in contact with a federal laboratory with expertise and capability in a specific area of interest. Once the FLC identifies the contact, the arrangements for the technical exchange are between the user and the laboratory.

National Technology Transfer Center (NTTC)

316 Washington Avenue
Wheeling, WV 26003
800-678-6882 (NTTC), fax 304-243-4388
technology@nttc.edu
<http://www.nttc.edu>

NTTC's task is to take technologies off laboratory shelves and put them to work in U.S. businesses and industries. Services include learning what federal laboratory scientists are researching, technology assessment, testing/prototyping of technology, training, and more.

U. S. Small Business Administration

1110 Vermont Avenue, NW., 9th Floor, Washington, D.C. 20005(202) 606-4000

<http://www.sba.gov>

Variety of small business information. Click on AStarting@to get to Small Business Development Centers. Click on "Startup Kit" to get to Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) information.

Illinois District Office

500 W. Madison Street, Suite 1250

Chicago, Illinois 60661-2511

312-353-4528, fax 312-886-5688

Springfield Branch Office

511 W. Capitol Avenue, Suite 302

Springfield, Illinois 62704

Telephone: (217) 492-4416 fax: (217) 492-4867

Indiana District Office

429 North Pennsylvania Street, Suite 100

Indianapolis, IN 46204-1873

(317) 226-7272 fax: (317) 226-7259

Michigan District Office

477 Michigan Avenue

Suite 515, McNamara Building

Detroit, Michigan 48226

313-226-6075, fax 313-226-4769

michigan@sba.gov

Ohio District Office--Cleveland

1111 Superior Avenue, Suite 630

Cleveland, Ohio 44114-2507

216-522-4180, fax 216-522-2038

<http://www.sba.gov/oh/>

Ohio District Office--Columbus

2 Nationwide Plaza, Suite 1400

Columbus, OH 43215

614-469-6860, fax 614-469-2391

<http://www.sba.gov/oh/>

Cincinnati Branch Office

550 Main Street

Cincinnati, OH 45202

513-684-2814, fax 513-684-3251

Wisconsin District Office--Madison

740 Regent Street, Suite 100

Madison, WI 53715

608-441-5261, fax 608-441-5541

<http://www.sba.gov/wi/>

Wisconsin District Office--Milwaukee

310 West Wisconsin Avenue, Suite 400

Milwaukee, WI 53203

414-297-3941, fax 414-297-1377

TDD 414-297-1095

<http://www.sba.gov/wi/>

Funding Opportunities

ScienceWise: The Workplace for Science and Engineering

Features include the Research section (register for funding opportunity e-mail alerts, find current grant announcements, or search the most cited research literature) and the Small Business Center (funding alerts, business and government resources, events calendar, more).

Federal Business Opportunities

<http://www.fedbizopps.gov/>

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

Federal Register

http://www.access.gpo.gov/su_docs/aces/aces140.html

The Federal Register is the official daily publication for Rules, Proposed Rules, and Notices of Federal agencies and organizations, as well as Executive Orders and other Presidential Documents. Online version includes Volumes 60-65 (1995-2000).

Broad Agency Announcement (BAA) Information Delivery System (BIDS)

<http://www.tswg.net>

The primary mission of TSWG is to conduct rapid research, development, and prototyping for the National Inter-Agency Research and Development (R&D) Program. TSWG solicits proposals in specific mission areas as identified on this web site and as published in the Commerce Business Daily (CBD). The intent of the solicitation process is to identify technologies and approaches that may provide near, mid, and long term solutions that enhance current capabilities to critical multi-agency and future threat requirements.

Strategic Environmental Research and Development Program (SERDP)

<http://www.serdp.org/funding/funding.html>

SERDP funds environmental research and development through a competitive process. Because both government and private sector parties may compete for SERDP funds, there are two announcements for each solicitation: (1) a Broad Agency Announcement (BAA) for the private sector and (2) a Call for Proposals to the Federal Sector. There are two solicitations annually.

Electronic Posting System

<http://www.eps.gov>

The General Services Administration (GSA) has teamed with NASA, Department of Transportation, and others to develop, pilot, and implement a Government-wide electronic posting system. EPS has two primary features: a central government-wide index, and an application that allows buyers to post notice of procurements directly to the Internet.

Department of Commerce/NIST Advanced Technology Program

100 Bureau Drive, Stop 4701

Gaithersburg, MD 20899-4701

Hotline 800-ATP-FUND (800-287-3863), fax 301-926-9524

Email atp@nist.gov

<http://www.atp.nist.gov/>

The Advanced Technology Program (ATP) bridges the gap between the research lab and the market place, stimulating prosperity through innovation. Through partnerships with the private sector, ATP's early stage investment is accelerating the development of innovative technologies that promise significant commercial payoffs and widespread benefits for the nation. Cost-sharing required. The ATP accepts proposals only in response to specific, published solicitations. Notices of ATP competitions are published in Commerce Business Daily. You may also request to be placed on a mailing list to receive notification of ATP competitions and other events by calling the ATP automated hotline (1-800-ATP-FUND) or by sending e-mail to atp@nist.gov.

**Small Business Innovation Research/
Small Business Technology Transfer (SBIR/STTR) Programs**

U.S. Small Business
Administration Office of Technology
409 Third Street, SW
Washington, DC 20416
202-205-6450
(see page 2 for web site information)

National SBIR Program Resource Center Search Site for SBIR/STTR Related Data sponsored by the National Science Foundation. <http://www.zyn.com/sbir/sbres>

REGIONAL RESOURCES

Great Lakes Industrial Technology Center (GLITeC)

20445 Emerald Parkway Drive, S.W.
Suite 200
Cleveland, Ohio 44135
Phone: (216) 898-6400 Fax: (216) 898-6550
<http://www.glitec.org/>
glitec@battelle.org

GLITeC is one of six U.S. Regional Technology Transfer Centers (RTTCs). GLITeC provides technology and business assistance to industry in the Great Lakes region (Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin) and works to commercialize NASA Glenn Research Center technologies throughout all 50 states.

STATE RESOURCES

ILLINOIS

Department of Natural Resources (DNR)

Illinois Waste Management Research Center
One East Hazelwood Drive
Champaign, IL 61820
217-333-9040, toll free: 800-407-0261, fax 217-333-8944
<http://www.wmrc.uiuc.edu>

The Waste Management and Research Center (WMRC) helps businesses and citizens reduce and manage solid and hazardous wastes released to air, water or land. Programs and services include research funding, laboratory support, pollution prevention assistance, technology evaluation, and compliance assistance.

Chicago Manufacturing Center (CMC)

55 East Jackson Blvd., Suite 900,
Chicago, IL 60604
toll free: 866-236-3743
1-3312-542-0500, fax: 312-922-8557
<http://www.cmcusa.org>

The Chicago Manufacturing Center works with manufacturers to improve productivity, expand markets and create new jobs. Through CMC, companies can access a wealth of resources at universities, community colleges, research organizations, financial institutions and private consulting firms to help them overcome barriers to growth and productivity. CMC serves the six county Chicago metropolitan area.

Illinois Department of Commerce and Community Affairs (DCCA)

620 E. Adams, 3rd Floor
 Springfield, Illinois 62701
 217-524-0171, fax 217- 524-1627
<http://www.commerce.state.il.us>

100 West Randolph St., Suite 3-400
 Chicago, Illinois 60601
 312-814-7179, fax 312-814-2870
 800-419-0667 (TDD)

DCCA provides a variety of programs to assist and support Illinois businesses, relating to both workforce development and technology. Web site includes links to other state business and technology resources.

College of DuPage Business and Professional Institute (BPI)

425 Fawell Boulevard, Building K, Room 151
 Glen Ellyn, IL 60137-6599
 630-942-2380
<http://www.cod.edu/BPI>

BPI provides individuals and organizations with assistance and training support through customized contract training programs and business assistance programs. BPI can meet your training needs in either our modern facilities on campus or at your work site.

North Business and Industrial Council (NORBIC)

5353 W. Armstrong Avenue
 Chicago, Illinois, 60646
 773-594-9292, Fax 773-594-9416
 info@norbic.org
<http://www.norbic.org/>

NORBIC works at the behest and direction of its member companies to address an array of the issues - from those directly related to business operations (i.e., city services, financing, expansion) as well as those affecting the quality of life in Chicago, such as unemployment, crime, education, training, and transportation. In general, NORBIC serves as an advocate, advisor, resource and facilitator on behalf of its members in working with, or bringing together both public and private sectors. These resources include several on-site Illinois Department of Commerce and Community Affairs business centers; a Small Business Development Center (SBDC), a Procurement Technical Assistance Center (PTAC), an International Trade Center (ITC), a NAFTA Opportunity Center (NOC), and an Environmental Assistance Center (NEAC). NORBIC is also a delegated Local Industrial Retention Initiative (LIRI) agency for Chicago's Department of Planning and Development.

Bradley University

Business Technology Incubator and other centers and services
 1501 W. Bradley Avenue
 141 Jobst Hall
 Peoria, Illinois 61625

SBDC, call (309) 677-2992 (309) 677-3386 or e-mail us at sbdc@bradley.edu.
<http://www.bradley.edu/turnercenter/sbdc.html>

The Business Technology Incubator (BTI) has assisted many technology businesses in becoming successful by providing office space, business and technical assistance, access to university resources, and facility and administrative services on a shared-cost basis. By taking advantage of these services, start-up and early-stage businesses are better able to focus their resources on developing their products and new technologies. Companies are able to lease the space they need, as well as utilize conference rooms and other facility resources.

Chicago Public Library

400 South State Street
 Chicago, Illinois 60605
 312/747-4465
<http://www.chipublib.org/008subject/002business/trade.html>

The library has books on such subjects as small business management, venture capital, marketing, franchising, finance, accounting, human resources, and taxation. To complement these information sources, there are directories, bibliographies, pamphlets, indexes, periodicals, electronic databases and Internet access. By using these various

tools, one can get basic information on starting a business, find out what the outlook of a specific industry might be, get the names of other companies in the same market, and obtain the names of organizations and associations to contact for even more information.

Governor's State (SBDC)

College of Business
Room C 3370
University Park, IL 60466
Phone: (708) 534-4929
Fax: (708) 534-8457
E-mail: SBDC@govst.edu
Contact: Hilary Gereg, Director
<http://www.ecn.bgu.edu/>

The SBDC will evaluate business needs, analyze manufacturing practices, provide general business plan assistance, review commercial and government loan packages, and assist small businesses in finding the experts their company needs. Any existing or potential business within the college's district that meets the U.S. Small Business Administration's size standard (less than 500 employees) is eligible for SBDC assistance and may receive assistance based on resources available to the SBDC. Direct services of the SBDC (counseling, information dissemination and referral) are free of charge

Greater North-Pulaski Development Corporation

Nick Bianchi
773/384-2262
<http://www.gnpdc.org/sbdc.html>

The Illinois Small Business Development Center (SBDC) at GNPDC offers free counseling to start-up and existing companies on such matters as, business plan preparation, marketing, procurement, international trade, industrial safety, environmental regulations, energy management, business succession, personnel training and financial issues. The SBDC specializes in financial counseling and credit assistance, linking start-ups and existing small businesses with numerous private, City, State and Federal funding agencies. With Center assistance, small businesses can get access to capital funds at affordable rates for extended terms. The SBDC also links start-up and small firms to initial pro bono or low-cost technical, legal and accounting assistance.

ITT Research Institute

10 West 35th Street
Chicago, Illinois 60616
312/567-4264
800-421-0586 Fax: (312) 567-4736
email: mtiac@alionscience.com
<http://mtiac.alionscience.com/>

MTIAC can provide full conference support, including physical arrangements, technical programs, announcements, proceedings and all the other facets of meeting administration. The MTIAC Guide to Conferences details these services and is available on request.

e DCCA is a trade

Illinois State Library

300 S. 2nd Street
Springfield, IL 62701-1796
217-785-5600
TDD 1-800-665-5576
<http://www.sos.state.il.us/library/isl/isl.html>

The Illinois State Library is a patent and trademark depository library. Library staff will pursue information about new technologies, and will provide information on how to conduct a patent/trademark search.

Inventors Council

Don Moyer
431 South Dearborn 705
Chicago Illinois 60605
312/939-3329

<http://www.donmoyer.com>

An extensive list of documents, forms, navigation links, patents, technologies, money information, updates, and general information are listed on the web page.

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IVCC SBDC (Illinois Valley Community College, Small Business Development Center)

815 N. Orlando Smith Avenue

Oglesby, Illinois 61348-9691

Boyd Palmer

815/223-1740 or (815) 224-2720, Ext.212

bpalmer@ivcc.edu

http://www.ivcc.edu/conted/Small_Business_Development_Center/index.html

The IVCC SBDC is a government-sponsored agency that can assist those who are contemplating starting or buying a business, provide guidance and counseling to existing or potential businesses, provide training to small business owners, their employees and the general public. They can also provide technical assistance in product development, information and assistance in obtaining loans and capital information. They perform financial analysis, market analysis and forecasting. They assist businesses in working with the government and its various programs and improve the economy through the development of viable small businesses.

Joliet Junior College SBDC

Small Business Development Center

City Center Campus, Room 400

214 North Ottawa Street

Joliet, IL 60432

815/ 280-1400

<http://www.jjc.cc.il.us/>

The SBDC will evaluate business needs, analyze manufacturing practices, provide general business plan assistance, review commercial and government loan packages, and assist small businesses in finding the experts their company needs. Any existing or potential business within the college's district that meets the U.S. Small Business Administration's size standard (less than 500 employees) is eligible for SBDC assistance and may receive assistance based on resources available to the SBDC. Direct services of the SBDC (counseling, information dissemination and referral) are free of charge.

McHenry County College SBDC

8900 U.S. Highway 14

Crystal Lake, Illinois 60012

815/455-6098 fax: 815/455-0718

info@ccedtraining.org

<http://www.ccedtraining.mchenry.edu>

Services include in-depth, high-quality assistance in areas including start-up entrepreneurship, business planning, personnel and other business management skills, access to capital/loans, marketing research and advertising, finance and accounting, regulation and taxation, production and operations, office automation and computers, economic and business data analysis, technology, and other areas of assistance required to promote small business growth. Free one-on-one counseling in the areas listed above, either directly, or through contractual agreement with recognized experts, or through referral to cooperative agencies. The current director is a Certified Business Consultant. Low-cost seminars, workshops, and courses in the areas listed above. Assistance on qualifying for local, state, and federal loan, grant and other business assistance programs. The SBDC has up-to-date information on availability and qualification, and both computer-modem capabilities and personal contact with authorized individuals at the state and federal levels. The current director is a Certified SBA Loan Preparer. "First Stop Center" location for start-up and regulatory information, SBA On-line, Illinois State on-line business assistance resources, Internet research and other business information resources.

Rend Lake College

468 N. Ken Gray Parkway

Ina, Illinois 60246

Lisa Payne or Curt Mowrer

618/437-5321

http://www.rlc.cc.il.us/vti_bin/shtml.dll/Navigation/search.htm

Rend Lake College Small Business Development Center and the Center for Business and Industry provide assistance to all sectors of the local business community. Their mission is to assist small businesses in start-ups, expansions and purchases, while providing customized training programs, consultations and economic development assistance to larger industries. These programs utilize whatever college resources may be available in order to maximize cooperative efforts between industry and education.

INDIANA

Indiana Business Modernization and Technology Corporation (BMT)

Market Tower Building
10 W Market Street, Suite 450
Indianapolis, IN 46204-2242
317-635-3058, fax- 317-231-7095
Toll-free- 1-800-877-5182
info@bmtadvantage.org
<http://www.bmtadvantage.org>

BMT is a full service resource providing business, manufacturing and technology assistance to small- and medium-sized Indiana businesses. With services designed to help companies improve their manufacturing processes, business management and planning, quality improvement, product design and development plus marketing assistance, BMT offers low-cost and no-cost business solutions to companies statewide.

Industrial Research Liaison Program

Indiana University Research Park
501 N. Morton St., Suite 109
Bloomington, IN 47404-3730
(812) 855-6294
Indiana only: (800) 624-8315
<http://www.Indiana.edu/~irlp/index.html>

Provides outreach services through Indiana University and finds federal funding for businesses.

Indiana Small Business Development Corporation

One North Capitol Avenue, Suite 900
Indianapolis, Indiana
317/234-2082 or 888/ISBD-244
fax: 317/232-8872
<http://www.isbdcorp.org/>

This organization serves as the first-stop-shop® for businesses seeking assistance. The Indiana SBDC offers counseling and training, as well as access to expert information and resources. It has 14 regional centers and 55 satellite offices throughout the state.

Indiana SBDC

401 East Colfax Avenue, Suite 120
South Bend, IN 46617
(219) 282-4350 fax: (574) 236-1056
<http://www.isbdcorp.org/>

The Indiana SBDC does one-on-one counseling and training.

Minority & Woman Business Development

Chamber of Commerce St. Joseph County
401 E. Colfax Avenue, Suite 310
South Bend, Indiana 46617
574/234-0051 fax 574/289-0358
email: info@sjchamber.org
<http://www.sjchamber.org>

MICHIGAN

Michigan Department of Environmental Quality Environmental Assistance Division

525 W. Allegan Street
Lansing, MI 48933-1502
800-662-9278, fax 517 335-4729
<http://www.michigan.gov/deg>

The division's mission is to drive improvements in environmental quality for the protection of public health and natural resources to benefit current and future generations. This will be accomplished through effective administration of agency programs, providing for the use of innovative strategies, while helping to foster a strong and sustainable economy. The division conducts an array of environmental programs, and provides a variety of types of assistance.

Small Business Association of Michigan (SBAM)

222 N. Washington Square, Suite 100
P.O. Box 16158
Lansing, Michigan 48901-6158
800-362-5461 or 517-482-8788, fax 517-482-4205
<http://www.sbam.org>

SBAM's mission is to promote free enterprise and the interests of Michigan's small businesses through leadership and advocacy.

Ottawa County Economic Development Office

6676 Lake Michigan Drive
P.O. Box 539
Allendale, Michigan 49401
Ken Rizzo
616/892-4120, fax: 616.895.6670
<http://www.ocedo.org/>
info@ocedo.com

Provide free one-on-one counseling to prospective and existing small business owners as a Satellite Office of Grand Valley State University's Region 7 Small Business Development Center under the Michigan Small Business Development Center.

The Entrepreneur Network

Ann Arbor, Michigan
Edward Zimmer
800/468-8871 or 734/663-8000
fax: 734-663-9657
edzimmer@TENonline.org
www.tenonline.org

The Network's purpose is to provide information, contacts and counsel to inventors and entrepreneurs (pre-startup through early stage), with a focus on grass-root, "Just do it!" strategies.

**Michigan Small Business and Technology Development Center
at Washtenaw Community College**

301 West Michigan Avenue
Suite 101
Ypsilanti, Michigan 48197
734/ 547-9170 fax: (734) 547-9178
www.misbtdc.org/region12

A member of the Michigan Small Business Development Center, the Michigan SBTDC at Washtenaw Community College, provides counseling, guidance, training, and seminars for small business clients. It also serves as a clearinghouse for information on business financing.

MI-SBDC State Headquarters

Grand Valley State University
Seidman School of Business
510 W. Fulton Street
Grand Rapids, MI 49504
616.336.7480 fax: (616) 336.7485
www.mi-sbdc.org

This state center supports 12 regional offices and over 60 satellite offices, each providing counsel and training to small business owners and entrepreneurs throughout the 83 counties in Michigan.

Michigan Economic Development Corp.

300 N. Washington Square
Lansing, MI 48913
(517) 373-9808
<http://www.michigan.org>

The Michigan Economic Development Corp. web site contains all the information needed to start a business. The Michigan Economic Development Corp. also has business start-up kits available that include the permits and licenses required to start a business.

MINNESOTA

Minnesota Department of Trade and Economic Development

500 Metro Square Building
121 East 7th Place St. Paul, MN 55101-2146
651/297-5773
mary.kruger@state.mn.us
<http://www.dted.state.mn.us/searchframe.asp?url=01x03x04.asp>

Greater Minneapolis Chamber of Commerce

81 South Ninth Street, Suite 200
Minneapolis, MN 55402
Phone: (612) 370-9100 Fax: (612) 370-9195
<http://www.minneapolischamber.org/>

The Greater Minneapolis Chamber of Commerce is dedicated to addressing the issues and concerns of small business owners and employees. The GMCC focuses on providing useful information about e-commerce, worker retention and recruitment, and international trade through this Web site and small business-related programs and events.

Minnesota Project Innovation, Inc.

100 Mill Place
111 Third Avenue South
Minneapolis, Minnesota 55401
612-338-3280, fax 612-349-2603
<http://www.mpi.org>

Minnesota Project Innovation, Inc. (MPI) is a private, non-profit organization that assists Minnesota businesses in accessing federal research and development funding, securing government contracts, and improving their competitiveness through strategic marketing.

Itasca Development Corp.

12 NW 3rd Street
Grand Rapids, Minnesota 55744
218/326-9411
lucyf@itascadv.org
www.itascadv.org

Specializes in small business development, counseling, business planning, market research and financing.

The Collaborative

10 South 5th Street, Suite 415
Minneapolis, Minnesota
612-338-3828 fax: 612-338-1876
info@collaborative.net
<http://www.collaborative.net/>

With more than 750 members, The Collaborative⁷ is the largest membership organization in Minnesota serving growth-oriented, emerging market companies. Our mission is to stimulate company growth through the collective knowledge and experiences of our membersCentreneurs, managers, investors and professionals.

UMD Center for Economic Development (University of Minnesota-Duluth)

11 East Superior Street, Suite 210
Duluth, MN 55802
218/726-6192
www.umdced.com

The BBER (Bureau of Business and Economic Research) has three major functions. First, the Bureau has a service function to the region and the state to collect, analyze and disseminate information regarding Duluth, Northeast Minnesota and the State of Minnesota economy. Second, it provides specific research to identify important business and economic problems and opportunities in Minnesota. Third, the Bureau is a catalyst to help generate research from faculty, staff and students in the UMD School of Business & Economics. The Bureau of Business & Economic Research is funded by a special appropriation of the Minnesota Legislature, private contracts and research grants.

Greater Minneapolis Chamber of Commerce

Minnesota Department of Trade & Economic Development
500 Metro Square121 Seventh Place East
St. Paul, MN 55101-2146
651-297-1291 800-657-3858
fax: 651-296-1290
TTY: 800-366-2906 or 651-282-6142
www.dted.state.mn.us

The U.S. Small Business Administration assists small businesses to start, grow and prosper by providing counseling and technical assistance, pre-business and business planning workshops, and information on starting and managing a small business.

OHIO

See listing of Small Business Development Centers (page 2).
See also Great Lakes Industrial Technology Center (page 4).

Ohio SBDC at Youngstown State University

One University Plaza
Youngstown, Ohio 44503
330/746-3350 fax: 330/746-3324
www.ohiosbdc-ysu.com

The Ohio Small Business Development Center provides business counseling, planning assistance, financial assistance, work development assistance, and is a resource for entrepreneurs.

Department of Development

77 S. High Street
Columbus, OH 43216-6130
P.O. Box 1001
Columbus Ohio 43216-1001
Ph: 800/848-1300
www.odod.state.OH.us

The program's mission is provide professional, in-depth counseling and training to entrepreneurs and to foster a strong climate for small business growth. The Ohio Department of Development's SBDC program has established over 60 community partnerships to create a statewide integrated system of small business service, advocacy and awareness. Today, these federal state and local partnerships contribute cash and inkind resources of over \$10 million dollars in support of small business development.

Lake Erie MEP/EISC

2600 Dorr Street
Toledo, Ohio 43607-3237
419/535-6000. Fax: 419/531-8465
toll free 877/668-3472
www.eisc.org

EISC, Inc. (formerly Edison Industrial Systems Center) is a leading resource for advanced manufacturing technology and best practices. With an expert staff of engineers, technicians and consultants, and a comprehensive network of service providers, EISC helps companies to benchmark their operations and development and implement plans for improving quality, productivity and profitability. Services cover a broad range of contemporary manufacturing issues including: ISO/QS-9000 implementation; lean manufacturing; product and process development; workforce development and training; environmental management systems, including ISO-14000; food manufacturing technologies; information technology and e-business and business management services. EISC is the host organization for the Lake Erie Manufacturing Extension Partnership, a program of the National Institute of Standards and Technology, which is part of the US Department of Commerce.

National Business Incubation Association

20 E. Circle Drive, Suite 190
Athens, Ohio 45701-3571
Dinah Adkins
740/593-4331 Fax: 740/593-1996
<http://www.nbia.org>

The National Business Incubation Association (NBIA) is the world's leading organization advancing business incubation and entrepreneurship. It provides thousands of professionals with the information, education, advocacy and networking resources to bring excellence to the process of assisting early-stage companies.

Toledo/Lucas County Public Library

325 N. Michigan Street
Toledo, Ohio 43624-1628
Jill A. Gregg Clever
419/259-5207
www.toledolibrary.org

Provides market research, demographics, business plan info, specifications, licensing, etc. It also offers packets of information including a bibliography of books on various small business topics available through the library. The Library does no counseling or advising but can help customers locate people who can assist with specific types of advice, i.e. legal, financial, etc.

WISCONSIN**Wisconsin Department of Commerce**

Business Helpline: 800-HELP BUSINESS
Fax Request Hotline: 608-264-6154
Phone 608/266-1018
Export Helpline: 800-XPORT-Wisconsin
<http://www.commerce.state.wi.us>

The Wisconsin Department of Commerce is the state's primary agency for delivery of integrated services to businesses. Its purpose is to foster the retention and creation of new jobs and investment opportunities in Wisconsin; foster and promote economic business, export, and community development; and promote the public health, safety, and welfare through effective and efficient regulations, education, and enforcement.

Wisconsin Procurement Institute

756 North Milwaukee Street
Milwaukee, WI 53202
414-270-3600 fax: 414-270-3610
info@wispro.org
<http://www.wispro.org>

The Wisconsin Procurement Institute is a nonprofit organization established to help Wisconsin companies through professional government procurement specialists; links to government buyers of goods/services; experience with local, state and federal rules; focused business/technical seminars and workshops; and partnership in state-wide economic development.

Wisconsin Business Innovation Corporation

Northwest Regional Planning Commission
1400 S. River Street
Spooner, Wisconsin
715/635-2197
www.nwrpc.com

Wisconsin Business Innovation Corporation (WBIC) was formed to provide technical assistance to businesses in the State of Wisconsin. The mission of WBIC is to foster the creation, growth and expansion of business enterprises with an emphasis on innovative and technology-based businesses.

Wisconsin Innovation Service Center

Whitewater, Wisconsin
262/472-1365 fax: 262/472-1600
<http://academics.uww.edu/BUSINESS/innovate/>

The Wisconsin Innovation Service Center specializes in new product feasibility assessments and market expansion opportunities for small manufacturers, technology businesses and independent inventors. Since 1980, WISC has researched the viability of nearly 5,000 projects. WISC takes pride in an extremely high rate of client satisfaction, and in the fact that nearly 75 percent of clients are referred by former clients and professionals.

University of Wisconsin-Whitewater

2000 Carlson Hall
 Whitewater, WI 53190
 (800)621-7235
 (262)472-3217
 Fax (262) 472-5692
<http://www.sbdw.uww.edu/>

The University of Wisconsin-Whitewater Small Business Development Center/Business Outreach is a nonprofit organization. It provides educational seminars and free counseling to aid small businesses in the UW-W service area. This service area includes the six counties of Rock, Green, Jefferson, Dodge, Walworth, and Waukesha. The seminars are fee-based, are specifically designed for owners and managers of businesses, and are taught by UW-W faculty or instructors who have experience and knowledge about the problems of owning and operating a business. The UW-W SBDC specializes in

government procurement and international trade seminars. Counselors are available to assist in a wide range of areas. The Small Business Development Center is a federal program. Its goal is to provide counseling to help the small business owners or managers improve their businesses. SBDC can provide guidance and counseling, and increase the chances for a successful business. Types of counseling available; starting a business, preparing business plans, advertising and promotion, computer information, managing employees, financing a business, accounting procedures, marketing products or services, personnel systems and procurement.

Small Business Development Center

UW-Eau Claire College of Business
 Schneider Hall 119
 Park Avenue
 Eau Claire, WI 54702-4004
 (715) 836-5509 FAX: (715) 836-4014
 cob@uwec.edu
<http://www.uwec.edu/>

The Center provides information, training and counseling to Wisconsin entrepreneurs and small business owners and managers located in Barron, Chippewa, Clark, Dunn, Eau Claire, Pepin, Rusk, and Taylor counties. Its mission is to marshal the resources of the University of Wisconsin to benefit the small business community. The Center offers services in cooperation with UW-Stout, UW Center-Barron Campus and county UW-Extension offices.

Wisconsin Small Business Development Center

1 (800) 940-SBDC (7232)
<http://cf.uwex.edu/sbdc/>

The Wisconsin Small Business Development Center (WSBDC) exists to serve the people of the State of Wisconsin. It does so by helping to ensure the state's economic health and stability through formative business education by counseling, technology and information transfer, and instruction. The WSBDC has served the people of the state primarily by developing and conveying knowledge of small business activities. The Wisconsin SBDC has become well known for its national leadership in this area. The SBDC consists of the Lead Center or State Office, which is administered by the unit of Business and Manufacturing Extension at UW-Extension, and a network of service centers located at 12 of the four-year UW institutions. It is a unique partnership between the University of Wisconsin-Extension and the business schools and departments of the UW System, providing an array of programs, counseling, special initiatives, research and publications. Business management education programs are offered at an affordable fee. Counseling, to address individual business needs, is available without cost to the small business client. The SBDC program is funded by the U.S. Small Business Administration, the State of Wisconsin, the University of Wisconsin-Extension, economic development partners and user fees.

